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FIG. 4

AIF Overview

Background

The DMAIC Integration Process, Non-Negotiables, and The Features of the AIF

130 —

FIG. 7

<div>Business Leader: Due Diligence Tools/Examples</div> <div>AIDME Blue Presentation Integration Excellence Workshop</div> <div>Business Leader: Due Diligence Links</div> <div>The Story Presentation</div>	<div>Step 2100: Present an Overview to Target Management</div> <div>160</div>
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FIG. 10



<div>Intellectual Property: All Tools/Examples</div> <div>Intellectual Property: All Links</div>	<div>Intellectual Property Overview</div> <div>1000 DEFINE: Appoint IP Integration Leader to Perform IP Analysis</div>
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FIG. 14

<div>Intellectual Property: All Tools/Examples</div> <div>Intellectual Property: All Links</div>	<div>Intellectual Property Dos/Don'ts</div> <div>DO</div> <div>Don't</div> <div>230</div>
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FIG. 15

<div>Intellectual Property: All Tools/Examples</div> <div>Intellectual Property: All Links</div>	<div>Intellectual Property Contacts</div> <div>240</div>
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FIG. 16

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Manufacturing Integration Project Plan					
Code	Steps/Task	Responsible	% Complete	Due Date	Comments
3000	Post Sign / Pre Close		0%		
3100	Establish Manufacturing Integration Team				
3110	Confirm Availability of Manufacturing Team Leaders				
3120	Establish Manufacturing Team Leader				
3200	Detail Synergies Confirm \$ Value and Draft Implementation				
3210	Detail Plant Synergies Confirm \$ Value and Draft Implementation				
3220	Refine Workforce Synergies & Validate \$ Value				
3230	Detail Technology Synergies & Validate \$ Value				
3300	Coordinate with EHS Module to Draft EHS Manufacturing Integration Plan				
3400	Coordinate with HR to Draft HR Manufacturing Integration Plan				
3500	Coordinate with Six Sigma to Draft Six Sigma Manufacturing Implementation Plan				
4000	Post Close		0%		
4100	Achieve Quick Synergies (80/20 Rule)				
4200	Implement Org. Changes & Communicate with Stakeholder				
4300	Deliver Longer-Term Synergies				
4310	Deliver P & E Synergies				
4320	Deliver Workforce Synergies				
4330	Deliver Technology Synergies				
4400	Coordinate Execution of EHS Integration Plan				
4500	Coordinate Execution for HR Rationalization or Recruiting Plan				
4600	Coordinate Execution for IT Integration				
5000	Transition To Normal Operations		0%		
5100	Monitor Synergies				
5110	Conduct Frequent Task Force Meetings Initially				
5120	Identify and Address Process Breakdowns				
5200	Project Close-Out				
5210	Review Accomplishments Against Original Objectives				
5220	Reward Top Performance				
5230	Capture Lessons Learned				
5240	Identify Tasks Remaining to Complete Integration				
5250	Identify Final Owners to Drive & Track Performance				

FIG. 33b

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Manufacturing Integration Project Plan

Code	Steps/Task	Responsible	% Complete	Due Date	Comments
1000	Pre Due Diligence		0%		
1100	Select Qualified Manufacturing Manager for Due Diligence and Potentially Integration				
1110	Identify and Establish Manufacturing Team Leader				
1120	Identify Manufacturing Team Members				
1200	Define Goals and Estimate Synergies				
1210	Review Acquisition Scope				
1220	Define Manufacturing Goals and Targets				
1230	Assess First-Cut Plant Synergies and Assign \$ Value				
1240	Establish Synergies Timing and Investment Costs				
1300	Estimate Manufacturing-Related EHS & HR				
1310	Coordinate with EHS Module				
1320	Identify Materials Bad Actors				
1330	Assess Production Plant & Surroundings History and Issues				
1340	Assess H&S Procedures				
1350	Identify Deal Killers				
1360	Coordinate with HR Module				
1400	Identify Areas Requiring Future Integration				
1410	Assess at High-level Manufacturing Process				
1420	Assess at High-level Information Systems Structure & Capabilities				
1430	Assess at High-level Quality Processes				
1440	Identify Deal Killers				
2000	Due Diligence		0%		
2100	Pass Data request to target				
2200	Establish manufacturing Due Diligence Team				
2210	Confirm Availability of Manufacturing Team Leader				
2220	Establish Core Manufacturing Team				
2300	Find Synergies and Quantity				
2310	Find Plant Synergies and Quantity				
2320	Find Equipment Synergies				
2330	Find Workforce Synergies				
2340	Find Technology Synergies and Quantity				
2350	Validate Synergies priority, Risk, Timing & Investment Costs				
2400	Coordinate with EHS Module				
2410	Baseline & Validate Materials Bad Actors				
2420	Baseline & Validate Production Plant & Surrounding Issues				
2430	Baseline & Validate H&S Procedures				
2440	Identify Deal Killers				
2450	Draft Abatement Plan for EHS				
2500	Coordinate with HR Module				
2510	Explore Opportunities for Severance/Early Retirement/Transfer				
2520	Damage Control Communication Plan for Leaks				
2600	Baseline & Validate Processes				
2610	Conduct Machinery Diagnostic				
2620	Conduct Facility & Production Management Diagnostic				
2630	Conduct Inventory Management Diagnostic				
2640	Conduct Quality Management Diagnostic				
2650	Conduct Information Systems Diagnostic				
2660	Conduct Management Costing Diagnostic				
2700	Report on Due Diligence Conclusions				

FIG. 33a

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Services Integration Project Plan

Code	Steps/Task	Responsible	% Complete	Due Date	Comments
1000	Pre Due Diligence		0%		
1100	Identify Responsibility for Integration Effort				
1110	Establish Integration Objective				
1120	Highlight Any Deal Breakers				
1130	Determine Level of Service Integration Desired				
1140	First Cut of Service-Related Synergies				
1150	Estimate Magnitude of Integration Effort (S&M)				
1160	Gain Resources commitment from Key Stakeholders				
1200	Select Service Integration Leader and Desired Team				
2000	Due Diligence		0%		
2100	Analyze Customers Distribution Channels				
2110	Match Service Offerings and Note Differences				
2120	Understand Customer Needs and Satisfaction Levels				
2130	Assess Any Risk of Revenue/Customer Loss				
2140	Identify Customer Overlap				
2150	Understand Distribution Channels and Conflicts				
2160	Evaluate Growth Potential within Target's Markets				
2200	Assess Contracts/Installed Base Under Contract				
2210	Review All Contracts Above Established Thresholds				
2220	Review Government Contracts and Term				
2230	Estimate Risks Level and Evaluate Mitigation Process				
2240	Quantity Number, Location and Type of Equipment				
2250	Assess Condition of Customer Equipment Under Contract				
2300	Analyze Service Facilities				
2310	Map All Locations				
2320	Baseline Capabilities of All Sites				
2330	Determine Volume and Capacity				
2340	Compare Cost Structure				
2350	Understand Additional constraints				
2360	Develop Flexible Analysis Tool				
2370	Create Rationalization Scenarios				
2380	Review For EHS Compliance				
2400	Service Resource Assessment				
2410	Assess Competency Levels of All Personnel				
2420	Evaluate Service Tools Used				
2430	Evaluate Productivity Level vs. Established Metrics				
2440	Identify Key Service Employees				
2500	Evaluate Outsourced Service Providers				
2510	Contractual Obligations and Agreements				
2520	Quality Standards and Performance				
2530	Viability				
2540	Capabilities				
2600	Evaluate Parts Sourcing Policies				
2610	Evaluate Suppliers' Quality Standards and Performance				
2620	Review Service Levels				
2630	Compare Parts Costs to GE				
2700	Assess Intellectual Property Issues				
2710	Review Licensing Agreements/Patents				
2720	Review All Proprietary Materials				
2800	Determine Immediate Synergies				
2810	Gross-Selling to Both Service Groups' Customers				

FIG. 42a

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Services Integration Project Plan					
Code	Steps/Task	Responsible	% Complete	Due Date	Comments
2820	GE Insourcing Opportunities				
2830	Organizational/Operational Overlaps				
2840	Leverage Existing Supplier Discounts				
2850	Best Practices to Share Immediately				
3000	Post Sign / Pre Close		0%		
3100	Confirm Service Integration Team and Launch				
3200	Determine Service Organizational Structure				
3210	Legal Entity Definition				
3220	P&L vs. Cost Centers				
3230	Operational Responsibilities and Linkages				
3240	Confirm Key Stakeholder Agreement				
3300	Develop and Prioritize Service Integration Plan				
3310	Prioritize the Opportunities/Issues				
3320	Create Customer Inquiry and Proposal Plan				
3330	Create Contract Integration Plan				
3340	Create Asset/Network Rationalization Plan				
3350	Create Service Operating Processes Plan				
3360	Create Billing and Collections Plan				
3370	Tie to Overall Integration Schedule				
3400	Define Service-Specific Communications Plan				
3410	Key Service Employee Retention Plan				
3420	Assurance to Customers about Continued Service Level				
3430	Employee Training and Technical Documentation Plan				
3440	Tie Communication Plan to Overall Integration Schedule				
3500	Coordinate Overlaps with Functional Modules				
3510	Coordinate with Sales and Marketing				
3530	Coordinate with Communications				
3540	Coordinate with Sourcing				
3550	Coordinate with Finance				
3560	Coordinate with IT				
4000	Post Close		0%		
4100	Implement Integration Plan				
4110	P&L Responsibility				
4120	Organizational Responsibility				
4130	Spending and Authorizing Levels				
4140	Financial Targets, etc.				
4200	Order Inquiry and Proposal Process				
4210	Define Proposal Generation Process				
4220	Assign Responsibilities for Technical Support				
4230	Rationalize Call-Handling Resources				
4300	Integrate Contract Management Processes				
4310	Review and Standardize All Quotations and T&Cs				
4320	Determine How to Identify Equipment in the Contract				
4330	Negotiate Any contract Adjustments				
4340	Method for Tracking Contract Adjustment				
4350	Management of Installed Base Date				
4400	Service Asset / Network Rationalization				
4410	Service Personnel Deployment - Acquired and Parent				
4420	Terminals/Customer Assignments to Field Engineer				
4430	Tools and Test Equipment Deployment				
4440	Service Software Tools and Capabilities (including installed base)				

FIG. 42b

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Services Integration Project Plan					
Code	Steps/Task	Responsible	% Complete	Due Date	Comments
4450	Facilities Rationalization				
4500	Optimize Service Processes				
4510	Scheduling and Dispatch for Field Service				
4520	Parts Sourcing Process				
4530	Parts and component Repair Process				
4540	Parts Manufacturing Process				
4550	Return Good Process				
4600	Consolidate Billing & Collections				
4610	Billing Plan for T&M and Out of Scope Work				
4620	Consolidate Customer Master file, if Applicable				
4630	Rationalize Process for Preparing Invoices				
4640	Rationalize Billing Statement Design				
4700	Execute Service Employee Training Program				
4710	Integrity/GE Values				
4720	Technical Training				
4730	Soft Skills Training				
4740	Management Training				
4750	Compliance Training				
4760	Technical Support and Operating Issues				
4770	Individual Responsibilities				
4800	Create Integration Dashboard/Financial Baseline				
4810	Self Integration Metrics				
4820	Create Dashboard				
4830	Define Data Collection Process/Frequency				
4840	Create Roll-up Savings Tracking Tool				
5000	Transition To Normal Operations		0%		
5100	Transition Integration Activities to Operating Management				
5200	Ensure Completion / Evaluate Performance				
5300	Feedback				
5310	Feedback to Business Development Regarding Issues Uncovered During Integration				
5320	Feedback to Integration Leader on Lessons Learned				

FIG. 42c